S.A.M.
advanced management journal

Index, 1978

A marketing approach to the professional hiring process, by Gopi R. Jundal and Carl H. Sandberg — winter/p. 58

Career development: Whose responsibility? by Robert Barkhaus and Charles Bolyard — summer/p. 51

Career planning and management in organizations, by Donald B. Miller — spring/p. 33

Controlling the sycophant: policies and techniques of corporation presidents, by Robert P. Newman and Lyle Sussman — autumn/p. 14

Creativity techniques: yesterday, today, and tomorrow, by F. D. Barrett — winter/p. 25

Executive time management. Part 1: Organizational support for better time management, by Richard A. Morano — winter/p. 36

Executive time management. Part 2: How to budget your time, by Borden Coulter and George Hayo — winter/p. 41

Fear of the blank page . . . and how to overcome it, by Allen Weiss — autumn/p. 22

How to conquer procrastination, by Merrill E. Douglass — summer/p. 40

How to look for a job, by Edward L. McClendon — autumn/p. 48

How to make your first big chance count for more, by Robert E. Levinson — winter/p. 49

How to survive a management training program, by Jack J. Phillips — spring/p. 48

Is there an alternative to a strike? by Woodruff Imberman — winter/p. 4

Linking business ethics to behavior in organizations, by Archie B. Carroll — summer/p. 4

Management and marriage—push and shove, by John W. Coumbe — summer/p. 32

Merit pay for college faculty? by James J. Johnston — spring/p. 44

Picking the fastest route to the top, by Karen Greenberg — spring/p. 58

Planning by consensus—a participative approach to planning, by Jacob Naor — autumn/p. 40

Recognizing and dealing with the entrepreneur, by John A. Welsh and Jerry F. White — summer/p. 21
Social character and group decision making, by Gene E. Burton and Dev S. Pathak — summer/p. 12
The charge of product liability: building a strong case for the defendant, by Mark C. Curran — spring/p. 4
The first job: making the transition to manager
The future of the world of work, by Ian H. Wilson — autumn/p. 54
The missing ingredient in organization theory, by Leon Reinharth — autumn/p. 4 winter/p. 14
The second criminal justice system, by Richard B. Cole — spring/p. 17
What management should know about reporting and disclosure under ERISA, by Ronald H. Wohl and Richard T. Griffin — autumn/p. 30
What sets an executive apart from his peers? by Roger Birkman — summer/p. 56
Why small businesses fail, by Moustafa H. Abdelsamad and Alexander T. Kindling — spring/p. 24

Books of Other Publishers May Be Ordered Through AMA

Just send AMA a check for the list price of the book (less 10% if you are an S.A.M. or AMA member) the name of the book, its author and publisher, with your return address. Publishers' prices are subject to change without notice. Your book will be shipped by bookpost. Allow three weeks for delivery.

Please include 75¢ for postage and handling; New York State residents please add appropriate sales taxes. Payment must accompany order.

Make your check payable to the AMACOM Bookstore for convenient, one-step through-the-mails ordering. Or order in person at

The AMACOM Bookstore
135 West 50th Street
New York, New York 10020